



Volume 13 – Issue 8
August 2007

Contact: Chris Chavez (christopher.chavez@sba.gov)
Phone: (303) 844-0501/Fax 844-0506

SBA's Monthly News Update

-Serving Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming-

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office
721 19th Street, Suite 400, Denver, Colorado 80202.

Elton W. Ringsak, Regional Administrator

James R. Henderson, Regional Advocate

Christopher Chavez, Regional Communications Director

Carol Helm, Regional Office Manager

Steve Muhlhauser, Regional Administrator Special Assistant

Lawrence Kiefer, FITS



Regional Administrator's Update by Elton "Mick" Ringsak

The American Western Lenders Conference Award Committee has presented the SBA's Colorado District Office with its "Best Practices in Partnering with Small Business Lenders in Region Eight" Award.

Patricia Barela Rivera, SBA's Colorado District Director accepted the award at the groups annual conference held Friday, July 13th in San Diego. The American Western Lenders Conference is an annual event that brings together SBA lenders, Certified Development Companies, and other business development organizations from across 15 western states and territories. The

Colorado office was selected from among nominations submitted from SBA offices in the six state Region Eight. The Colorado District Office won this award for its innovative pilot initiative developed in cooperation with the Colorado Springs Chamber of Commerce, Colorado Springs Small Business Development Center (SBDC), and Colorado Springs SCORE Chapter which helped promote new small business lending in El Paso County. The goal of this initiative was to increase the number of active SBA participating lenders in Colorado Springs and El Paso County by cultivating the smaller regional banks in the area that were not participants in the SBA loan guaranty program. The Colorado Springs Chamber worked with member banks to actively promote SBA loan program requirements to the non-participating regional banks. Greater regional bank involvement would lead to a generation of more loans to qualified businesses, thus benefiting the community. In parallel, both SCORE and the SBDC would concentrate on assisting prospective business owners to best prepare them to compete favorably for an SBA loan. During the entire Fiscal Year 2006, the SBA approved 207 guaranteed loans in El Paso County. YTD, the SBA has approved 228 guaranteed loans with the fiscal year ending September 30th. The Colorado District Office has been very proactive in working with local organizations in promoting small business development in their communities. The Colorado Spring Pilot Initiative has been a success and we are beginning to see the positive results – more small business lending in El Paso County. Special thanks go to Ric Denton, SCORE Chapter Chairman, and Becky Fuller who worked to promote this program to the banks.



"In Your Corner" by Jim Henderson, Small Business Advocate
Small businesses bear a disproportionate share of the federal regulatory burden.

Small firms pay 45 percent more per employee than large businesses do to comply with federal regulations. The Office of Advocacy represents small business in agency regulatory decisions, and the office continues to seek new ways to lessen the small business burden. In recent years, the office has made significant progress in training and in working with agencies to improve draft proposals as a result of President Bush's 2002 Executive Order 13272, "Proper Consideration of Small Entities in Agency Rulemaking." How else can Advocacy be effective? By focusing on rules that are on the books and may be ripe for reform. When the Regulatory Flexibility Act (RFA) was passed in 1980, it required agencies to go back and look at existing regulations to see if they were having an undue impact on small business because they were old, outmoded, or obsolete. This look-back provision is found in Section 610 of the RFA, but many federal agencies do not yet comply fully with the requirement. In the months ahead the Office of Advocacy will launch its new Regulatory, Review and Reform Initiative, or R3. See www.sba.gov/advo/r3 for more information. Advocacy will work with small entities to identify rules that should be updated to eliminate unnecessary burdens on small business or to make compliance easier. This summer, Advocacy will issue a how-to guide on complying with Section 610 of the RFA. In the fall, a call for nominations of federal rules in need of reform will go to stakeholders. Advocacy will consider all responses, consult with small businesses and their representatives, and work with agencies to review rules. This winter, Advocacy will begin including in its webpage a twice-yearly status reports on agencies' review and reform efforts. As the entire Office of Advocacy gears up for our R3 push, please feel free to contact me at james.henderson@sba.gov if you have any questions.

District Office Reports: Your SBA Event Planner

Colorado – Small Business Resource Fair to be held Thursday, August 16th at the Main Denver Public Library in Downtown Denver. Are you starting or expanding your business? Do you need advice on how to start your business off on a solid footing? Do you want to know more about contracting with the federal government? Do you want to export your product or service? If the answer to any of these questions is "yes" then you need to attend this small business resource fair. This event will be held Thursday, August 16th from 10:15 am to 3:45 pm at the Denver Public Library, Main Library, 10 West 14th Ave., Pkwy, in Denver. This event is free. For more information, contact the SBA's Jeanette Deherrera at (303) 844-2607 Ext. 226.

Montana – Regulatory Fairness Forum for Small Business to be held in Billings.

To create a more cooperative regulatory environment among Federal agencies and small businesses, Congress has directed the SBA and the National Ombudsman to hold Regulatory Fairness hearings for small business. SBA National Ombudsman Nicholas Owens, members of the Regional Regulatory Fairness Board and representatives of Federal regulatory agencies will hear concerns, comments and complaints about Federal regulatory enforcement and compliance at a forum in Billings on August 21, 2007. Concerns and complaints received at this forum will be directed to the appropriate Federal regulatory agency for a higher-level review and consideration. Small business owners, representatives of community organizations

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and trade associations, are invited to testify about compliance and enforcement of regulations by Federal agencies. Testimony may be submitted in writing in advance or at the hearing. Anyone desiring confidentiality may request that his or her name not be released and may submit written testimony in lieu of a public appearance at the hearing. The forum will be held at Montana State University College of Technology, 3803 Central Ave., Billings. For additional information, please contact SBA's Rena Carlson at lorena.carlson@sba.gov or call (406) 441-1086.

North Dakota – The North Dakota District Office will offer a workshop covering buying and selling a business from 11:30am to 1:00pm on August 22nd. This program will help both potential buyers and sellers understand the many considerations, including selling price, financing options, legal considerations and others. This is being offered as classroom training at the Lodoen Community Center, 109 3rd St. E., West Fargo, as well as statewide, online training. A box lunch will be provided for those attending in person. To register for the classroom training, contact Chris at the West Fargo Chamber, (701) 282-4444 or chamber@westfargochamber.com. To register for online training, contact the SBA at (701) 239-5131 or north.dakota@sba.gov.

South Dakota – The Sioux Falls SCORE Chapter will present a workshop entitled, "How to Really Start Your Own Business" on Saturday, August 18th, from 8:00 AM to 3:30 PM at the Ramkota Best Western Hotel, 2400 N. Louise Avenue (I-29 at Russell Street - Exit 81) in Sioux Falls. This workshop will cover topics such as Marketing, Business Plans, Cash Flow/Financial Projections, IRS Tax Advice, Available Assistance from Agencies in the Area, and a Roundtable Discussion by local business owners. Cost for each individual is \$ 40.00, which includes materials and lunch, \$20.00 for each additional associate and \$20.00 for students. Call the Sioux Falls SCORE office at (605) 330-4231 for more information and to register.

Utah – On Wednesday, August 29th American Express, the Renaissance Society, and the Women's Business Center will hold their Second Annual High Tea. This event is a celebration of 10 Renaissance Women in our community and the winners of the 2007 Alfred P. Sloan Awards for Business Excellence in Workplace Flexibility. The High Tea will be held at Little America Hotel, 500 South Main Street, Salt Lake City from 4:00 pm – 6:00 pm. To register, email tsebastian@saltlakechamber.org or call (801) 359-4643.

Wyoming – SBA to discuss the new Patriot Express Loan Initiative at F.E. Warren AFB TAPS meeting. The Wyoming District Office Veterans Affairs Officer, Dave Denke, will give a 30-minute presentation to attendees at the Transitional Assistance Program (TAP) at F. E. Warren Air Force Base in Cheyenne, WY on August 23, 2007. He will be talking about SBA's programs and services. There will be approximately 30 attendees. For more information please contact SBA's Dave Denke at (307) 261-6523 or email him at david.denke@sba.gov. For assistance in Wyoming, call the SBA Office at (307) 261-6500.

If you have any questions about Newsline Eight or would like your name removed from the Newsline VIII Fax list, contact Chris Chavez at (303) 844-0501 or christopher.chavez@sba.gov

SBA's Website can be found at www.sba.gov

Newsline Eight can now be downloaded at www.sba.gov/region8